RENTAL MARKET REPORT

Windsor

Canada Mortgage and Housing Corporation

WINDSOR'S VACANCY RATE RISES

ANNUAL SURVEY
OCTOBER 2001

Windsor's apartment vacancy rate arrested a three-year decline, rising to 2.9 per cent in October 2001 from 1.9 per cent in October 2000. Slackening rental demand was prompted by lower mortgage rates, easing employment among 15-24 year-old "prime renters" and slowing interprovincial in-migration; these outweighed a slight rise in the 15-24 population.

Mortgage interest rates fell in 2001, improving affordability for competing ownership accommodation. The one-year rate averaged 6.93 per cent in the year ending September 2001, down 0.80 percentage points from a year earlier.

Employment among the important 15-24 cohort fell 12.4 per cent in the year to September 2001. Fewer jobs for this group often means remaining in the parental home or "doubling up" accommodation.

Windsor's vacancy rate increase also likely reflects slowing intake from other provinces, the migration component most closely linked to vacancy rate movements over the past 23 years. A rising local unemployment rate, compared to those in Western Canada, appears responsible.

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The vacancy rate hike came despite faster growth in Windsor's 15-24 population. Through most of the 1990's, a declining number of such people pressured Windsor's vacancy rate upward. Statistics Canada estimates the local 15-24 population troughed in 1998; subsequent growth in this group should lift rental demand.

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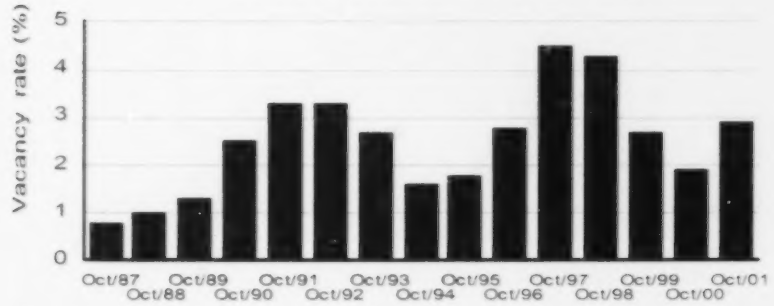
Windsor's vacancy rate rose in 2001



Apartments with at least three units
Source: CMHC, Rental Market Survey

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SUMMARY AND FORECAST

Windsor's private apartment vacancy rate rose to 2.9 per cent in October 2001 from 1.9 per cent in October 2000.

Slackening rental demand coincided with lower mortgage rates, easing employment among prime 15-24 year-old renters and slowing interprovincial in-migration. These outweighed a slight rise in the 15-24 population.

Interest rates, "youth" employment and in-migration should all rise in an improving 2002 economy, prompting a slight vacancy rate decrease to 2.5 per cent by next October.

Windsor's average two-bedroom apartment rent was $738 in October 2001, up $2 or 0.3 per cent from October 2000. Next year's expected modest vacancy rate decrease will support a larger $17 increase in the average two-bedroom rent to $755. Still, the resulting 2.3 per cent rent increase is well below the 3.9 per cent provincial guideline.

Apartment Vacancy Rates For Census Metropolitan Areas (CMA)

CMA	2000	2001
Calgary	1.3	1.2
Chicoutimi-Jonquière	4.4	4.4
Edmonton	1.4	0.9
Halifax	3.6	2.8
Hamilton	1.7	1.3
Kitchener	0.7	0.9
London	2.2	1.6
Montreal	1.5	0.6
St. Catharines-Niagara	2.6	1.9
Oshawa	1.7	1.3
Hull	1.4	0.6
Ottawa	0.2	0.8
Quebec	1.6	0.8
Regina	1.4	2.1
Saint John	3.4	5.6
St. John's	3.8	2.5
Saskatoon	1.7	2.9
Sherbrooke	4.7	2.3
Sudbury	7.7	5.7
Thunder Bay	5.8	5.8
Toronto	0.6	0.9
Trois-Rivieres	6.8	4.7
Vancouver	1.4	1.0
Victoria	1.8	0.5
Windsor	**1.9**	**2.9**
Winnipeg	2.0	1.4
Charlottetown *	2.6	1.8
Canada (1)	**1.6**	**1.1**

* Census Agglomeration
(1) weighted average for CMAs

The rise in Windsor's vacancy rate accompanies easing rental construction. CMHC counted 22 rental unit starts in Windsor CMA during the year to September 2001, well off from 73 units a year earlier, but still above the 12 and 13 rental starts in the years ending September 1999 and September 1998.

Rental vacancies should drop slightly in 2002 as economic recovery improves job prospects, particularly for those aged 15-24, while limiting further mortgage rate cuts. Employment growth should also stimulate higher in-migration. Such factors support a call for modestly higher rental demand. Supply growth will be limited as early 2002's soft economy keeps developers cautious.

Vacancy Rates Across Canada

Windsor's vacancy rate increase was mirrored in only seven of the 27 centres in this section's table. Canada's average vacancy rate dropped to 1.1 per cent in October 2001 from 1.6 per cent a year earlier.

Quebec featured some of the country's tightest rental markets last October. The weighted average vacancy rate for Quebec's six CMA's was 0.9 per cent, down from 1.8 per cent in October 2000. Vacancies also remained scarce in Western Canada; the average vacancy rate among the seven CMA's west of Ontario was 1.2 per cent, down from 1.5 per cent. The Atlantic's four major centres reported 3.2 per cent (3.5 per cent.). The average vacancy rate among Ontario's 10 CMA's was 1.2 per cent, up from 1.1 per cent in October 2000. Four Ontario CMA's, including the huge Toronto market, Ottawa, Kitchener and Windsor saw vacancy rates increase. Vacancy rates remain high in the small northern centres of Thunder Bay and Sudbury; Thunder Bay had Ontario's highest vacancy rate at 5.8 per cent and Ottawa continues to boast Ontario's lowest rate at 0.8 per cent.

Assisted Housing Vacancies Stable

CMHC's survey found largely unchanged vacancies among Windsor's government-assisted housing stock. Last October's combined apartment and row vacancy rate in this "non-market" sector rose fractionally to 1.5 per cent from 1.4 per cent in October 2000. Earlier vacancy rates: 2.2 per cent in October 1999, 2.7 per cent in October 1998 and 1.6 per cent in October 1997. Last October's rise implies only about seven more vacant units in Windsor's estimated 7,321 - unit "non-market" rental group in October 2001 than a year earlier.

The October 2001 vacancy rate for assisted apartments was 1.2 per cent; that for assisted row units was 2.3 per cent. In October 2000, assisted apartments and row units had respective vacancy rates of 1.2 per cent and 1.8 per cent.

EASING MARKET COOLS RENT HIKES

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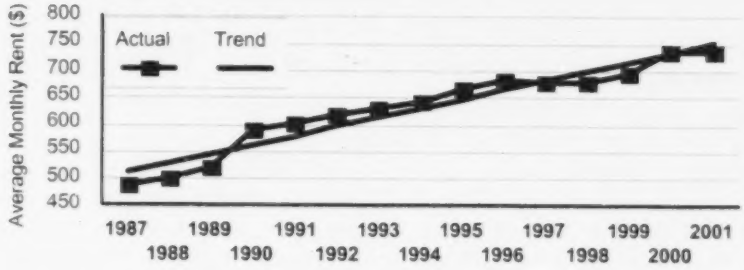
Most types of apartment suites in Windsor saw slower rent growth during 2001. The average two bedroom apartment rent rose only $2, or 0.3 per cent, to $738 in the year to October 2001. This hike was the smallest since 1998 and far below the $40, or 5.7 per cent increase among two bedroom apartments in the year to October 2000. Rent growth also eased to 3.2 per cent among one bedroom suites (from 3.6 per cent a year earlier) and to 5.4 per cent (14.2 per cent) in the CMA's small group of units with three or more bedrooms. But rent growth accelerated to 4.0 per cent among bachelor units (2.5 per cent).

A higher vacancy rate usually prompts slowing rent growth. Comparisons with a straightlined "trend" rate of rent growth are necessary, since average rents rarely drop. While high vacancy rates, 4.5 per cent in 1997 and 4.3 per cent in 1998, pushed actual rents below trend, 2000's vacancy rate drop to 1.9 per cent lifted actual rents to trend levels. The chart above shows actual rents were below trend in October 2001.

Acknowledgement

The success of the Rental Market Survey depends on the co-operation of property owners and managers across Canada. We acknowledge their assistance in providing timely and accurate information. We sincerely hope that the results of this work will provide a benefit to these clients and the entire housing industry.

Windsor CMA's actual 2-B.R. rent fell below its trend rate in 2001



Trend rent increase was $17.125/year in 1987-01
Source: CMHC, Rental Market Survey

Zone 3 Posts Highest Average Rents

The CMA's Zone 3, a sprawling area stretching southward from the City's east, reported last October's highest rents and the fastest rate of year - over - year rent increase for both one and two bedroom units (5.9 and 4.0 per cent respectively). Rents in Zone 5, last year's highest, fell 2.4 per cent and 7.3 per cent for one- and two- bedroom units respectively.

In the year to October 2001, zone-specific two bedroom rents increased faster in zones with higher 2001 vacancy rates. Zone 3's 3.2 per cent vacancy rate follows a 4 per cent rent increase (both figures are CMA highs), while Zone 2's second ranked 2.7 per cent vacancy rate tracks a 1.9 per cent rent hike. By contrast, Zone 5's 1.3 per cent vacancy rate trails a 7.3 per cent rent drop; both are the CMA's lowest.

Newer buildings often have higher rents, reflecting superior condition and amenities. But, Table 8 displays several exceptions, likely the result of a small sample of low-rise "after 1984" buildings. CMA average two-bedroom rents are slightly lower among buildings completed "after 1984" than those completed "1975-1984". This pattern also appears among one-bedroom units, but does not appear to have affected relative vacancy rates. Table 5 shows a 1.4 per cent vacancy rate for two bedroom units in both "after 1984" and "1975-1984" structures.

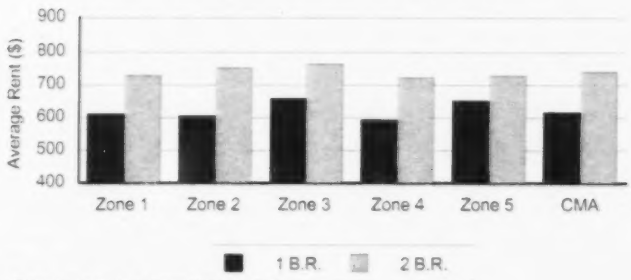
Further, one bedroom suites in "after 1984" buildings had a 4.9 per cent vacancy rate last October, more than triple the 1.5 per cent in the older, but still more expensive, "1975-1984" structures.

Detailed Data on the Rental Market

CMHC's unique database on the rental market allows us to do comprehensive analysis of "sub-markets" in the Windsor market. Take advantage of this rich data set by requesting special tabulations on vacancies and rents by year of age, and vacancy rates by rent level, for each of the 5 zones in the Windsor CMA. Most information packages are available for $20-$40.

The database enables us to do very focused tabulations of vacancies and rents according to user specifications. Contact us at (519) 944-4573 in Windsor or (519) 873-2400 in London to discuss your business and information needs.

Zone 3 had the highest average rents for both one and two bedroom apartments in October 2001



Structures with at least three units
Source: CMHC Rental Market Survey

RENTAL RESALES: AN INTRODUCTION

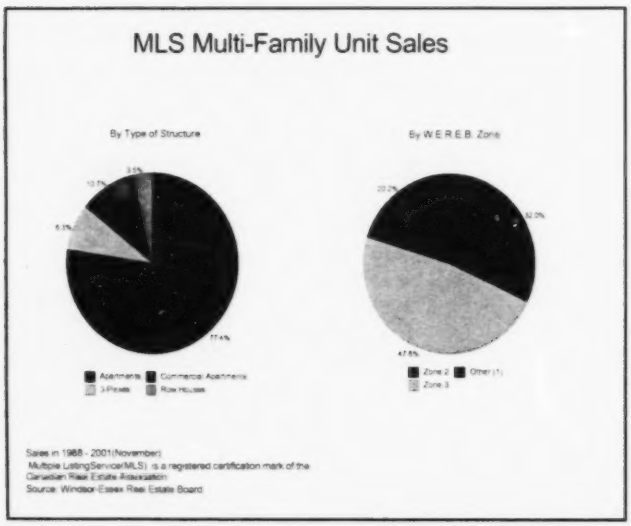
While CMHC has surveyed vacancies in Canada's rental markets for decades, it has typically paid less attention to the markets in which rental structures themselves trade. This initial analysis finds that the vast bulk of Windsor rental transactions involve apartment buildings, that these transactions are geographically concentrated and that multi-family unit resales seem to be directly related to Windsor's vacancy rate. Data on multi-family residential transactions is drawn from the Windsor-Essex Real Estate Board. This obviously limits the analysis to board-traded units.

While sales of apartment structures accounted for just over three quarters of all multi-family unit sales in the 14 years to 2001, their yearly share varied from a 1996 low of 51 per cent to 88 per cent in 2000. Apartments' resale dominance leaves only small shares for other structure styles; during this period, commercial apartments, the second most often-transacted unit, comprised only about 11 per cent of resale volumes.

Most rental resales occurred in the Windsor-Essex Real Estate Board's zones 3 and 2, which centre on Windsor's downtown. During 1988 - 2001, nearly half of all multi-family resale trades occurred in zone 3, while almost a third were in zone 2. Only about a fifth of such sales took place in all other zones combined. Zone 3's 63 per cent share of these sales in 2001-to-November represents the highest since at least 1988, while Zone 2's share peaked at 44 per cent in 1988.

Annual sales of multi-family units averaged 384 units in 1988-2001(to November), but vary widely; volumes have swung an average 51 per cent in absolute terms each year since 1988. Sales peaked at 660 units in 1992, but fell to the 14-year low of 222 units only two years later. Transactions are on the uptick this year, and at 594 units through November, have already posted their highest level since 1992.

Vacancy rate hikes and multi-family resale volumes appear to move in virtual lockstep. For example, the 1992 sales peak coincided with a 3.3 per cent vacancy rate plateau in 1991-92. By 1994, economic recovery helped cut Windsor's vacancy rate to 1.6 per cent, prompting a sales drop to 222 units that year. Subsequently, three years of 400-unit-plus annual unit sales in 1996-98 came as Windsor's vacancy rate hovered near 4.5 per cent. This year's run-up in both sales and the vacancy rate replays these patterns. One explanation: higher vacancy rates reduce rental multiples' investment attractiveness, prompting landlords to sell, probably into soft markets. Although structure differences reduce the reliability of price data, average per unit prices fell in the high-vacancy rate years 1992, 1997, and are off again this year. By contrast, strong price growth occurred in 1993-94, and again in 1998-99 as the vacancy rate was dropping.


MLS Multi-Family Unit Sales
By Type of Structure
By W.E.R.E.B. Zone
Sales in 1988 - 2001(November)
Source: Windsor-Essex Real Estate Board

(1) In apartments with at least three units
Source: CMHC, Windsor-Essex Real Estate Board

Table 1: Apartment Vacancy Rates by Zone and Bedroom Type Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Area	2000	2001	2000	2001	2000	2001	2000	2001	2000	2001
Zone 1 - Centre	12.2	6.0	2.7	4.7	1.5	2.5	**	**	3.2	4.0
Zone 2 - E. Inner	**	**	1.9	2.5	1.1	2.7	**	**	1.4	2.6
Zone 3 - E. Outer	0.0	2.3	0.7	2.3	2.3	3.2	**	**	1.2	2.6
Zone 4 - West	1.7	4.1	1.0	1.6	1.6	2.0	**	**	1.2	2.1
Zones 1-4 Windsor City	5.3	4.1	1.7	3.0	1.7	2.6	1.5	5.9	2.0	3.0
Zone 5 - Rest of CMA	**	**	2.3	1.9	0.7	1.3	**	**	1.4	1.5
Total	5.3	4.0	1.8	2.9	1.6	2.4	1.4	5.3	1.9	2.9

Table 2: Number of Apartment Units By Zone and Bedroom Type Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Area	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total
Zone 1 - Centre	26	429	122	2,609	47	1,844	**	**	200	4,994
Zone 2 - E. Inner	**	**	25	994	24	896	**	**	54	2,069
Zone 3 - E. Outer	8	329	37	1,631	46	1,443	**	**	90	3,440
Zone 4 - West	7	174	30	1,880	25	1,281	**	**	72	3,416
Zones 1-4 Windsor City	42	1,023	213	7,114	142	5,465	19	317	415	13,919
Zone 5 - Rest of CMA	**	**	10	520	10	763	**	**	20	1,337
Windsor CMA	42	1,041	223	7,634	152	6,227	19	354	435	15,256

Table 3: Average Apartment Rents by Zone and Bedroom Type Windsor CMA								
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+	
Area	2000	2001	2000	2001	2000	2001	2000	2001
Zone 1 - Centre	424	432	589	611	720	729	**	**
Zone 2 - E. Inner	**	**	596	604	735	749	**	**
Zone 3 - E. Outer	481	509	622	657	734	760	**	**
Zone 4 - West	451	472	576	593	722	722	**	**
Zones 1-4 Windsor City	448	465	593	616	727	739	832	887
Zone 5 - Rest of CMA	**	**	668	649	786	726	**	**
Total	448	466	599	618	736	738	838	883

Data are on 1996 census area definitions. Zone 5 adjusted to include Amherstburg.

Table 4: Apartment Vacancy Rates By Structure Size and Bedroom Type Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Number of Uni	2000	2001	2000	2001	2000	2001	2000	2001	2000	2001
3 - 5 Units	**	**	5.7	6.6	2.9	4.9	3.2	**	4.1	5.2
6 - 19 Units	4.4	2.5	1.9	3.3	1.0	1.9	**	**	1.7	3.0
20 - 49 Units	1.0	2.7	1.9	2.9	0.5	1.5	**	**	1.4	2.4
50 - 99 Units	2.4	7.7	0.3	1.1	1.0	1.3	2.2	9.1	0.7	1.6
100+ Units	**	**	**	2.9	2.6	2.7	**	**	2.6	3.0
Total	5.3	4.0	1.8	2.9	1.6	2.4	1.4	5.3	1.9	2.9

Table 5: Apartment Vacancy Rates By Structure Year of Completion and Bedroom Type Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Year Built	2000	2001	2000	2001	2000	2001	2000	2001	2000	2001
Pre 1940	13.8	4.9	4.9	7.7	3.5	6.3	4.0	**	5.5	6.8
1940 - 1959	**	**	**	**	1.7	7.9	**	**	2.9	5.2
1960 - 1974	0.7	2.8	0.9	1.7	0.9	1.3	**	**	0.8	1.8
1975 - 1984	0.0	2.6	0.5	1.5	1.4	1.4	2.0	**	0.9	1.5
After 1984	**	**	0.8	4.9	0.4	1.4	**	**	0.5	2.8
Total	5.3	4.0	1.8	2.9	1.6	2.4	1.4	5.3	1.9	2.9

Table 6: Number of Apartment Units - Vacant and Total By Structure Size and Bedroom Type Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Number of Units	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total
3 - 5 Units	**	**	39	594	60	1,217	**	**	104	1,996
6 - 19 Units	5	196	59	1,791	24	1,254	**	**	98	3,306
20 - 49 Units	11	397	65	2,243	21	1,392	**	**	96	4,059
50 - 99 Units	8	110	17	1,523	14	1,131	6	66	46	2,829
100+ Units	**	**	43	1,483	33	1,233	**	**	91	3,066
Total	42	1,041	223	7,634	152	6,227	19	354	435	15,256

Table 7: Number of Apartment Units - Vacant and Total By Year of Completion and Bedroom Type Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Completion Year	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total
Pre 1940	19	397	116	1,502	71	1,131	**	**	211	3,123
1940 - 1959	**	**	**	**	11	141	**	**	25	487
1960 - 1974	13	482	44	2,604	21	1,563	**	**	86	4,791
1975 - 1984	1	56	45	3,062	40	2,765	**	**	87	5,938
After 1984	**	**	11	217	9	627	**	**	26	918
Total	42	1,041	223	7,634	152	6,227	19	354	435	15,256

Data are on 1996 census area definitions. Zone 5 adjusted to include Amherstburg.

Table 8: Average Apartment Rents By Year of Completion and Bedroom Type Windsor CMA								
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+	
Completion	2000	2001	2000	2001	2000	2001	2000	2001
Pre 1940	413	413	495	501	579	596	643	**
1940 - 1959	**	**	**	**	598	590	**	N/A
1960 - 1974	478	503	598	625	724	735	**	**
1975 - 1984	484	500	662	675	802	819	951	**
After 1984	**	**	620	652	732	736	**	**
Total	448	466	599	618	736	738	838	883

Table 9: Number of Row Units By Zone and Bedroom Type Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Area	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total
Zone 1	**	**	**	**	**	**	1	16	2	59
Zone 2	N/U	N/U	N/U	N/U	**	**	**	**	**	**
Zone 3	N/U	N/U	N/U	N/U	0	92	3	179	3	271
Zone 4	**	**	**	**	0	29	**	**	1	62
Windsor City 1-4	**	**	**	**	1	175	5	262	7	477
Zone 5	N/U	N/U	**	**	**	**	**	**	**	**
Windsor CMA	**	**	**	**	2	210	7	310	11	567

Table 10: Assisted Housing Vacancies Windsor CMA										
	Bachelor		1 Bedroom		2 Bedroom		3 Bedroom+		All Units	
Area	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total	Vacant	Total
Zone 1 - Centre	0	196	7	1,681	4	313	2	127	13	2,317
Zone 2 - E. Inner	1	23	3	291	0	73	3	96	7	483
Zone 3 - E. Outer	0	32	1	829	8	725	25	948	34	2,534
Zone 4 - West	8	115	20	459	10	265	5	500	43	1,339
Zones 1-4 Windsor City	9	366	31	3,260	22	1,376	35	1,671	97	6,673
Zone 5 - Remainder	0	0	11	367	2	135	3	146	16	648
Windsor CMA - All	9	366	42	3,627	24	1,511	38	1,817	113	7,321
- Apt	0	224	39	3,485	15	1,144	11	387	65	5,240
- Row	9	142	3	142	9	367	27	1,430	48	2,081

Data are on 1996 census area definitions. Zone 5 adjusted to include Amherstburg.

Codes Used In Tables:

Code	Definition
N/U	No units of this type in the Universe
N/A	Used when there are no structures in sample.
**	Information not released to ensure confidentiality and accuracy of survey results.

ZONE DEFINITIONS

Zone	Zone Name	BOUNDARIES			
		North	East	South	West
1*	Centre	Detroit River	Pierre, Moy Parkwood	C.P. Rail, Ypres Blvd.	Conrail
2*	East Inner	Detroit River	Buckingham, Raymo, Norman, Chrysl	C.P. Rail, Tecumseh Rd.	Zone 1
3*	East Outer	Detroit River	City Limit	City Limit	Zone 2
4*	West	Conrail	Howard Avenue	City Limit	Zone 3
5 **	Rest of CMA	Includes: Amherstburg Twp, Essex T., LaSalle T., Lakeshore Twp., St. Clair Beach V./ Sandwich South Twp./ Tecumseh T.			

* Indicates zone in the City of Windsor

** Due to municipal amalgamation, Zone 5 now includes Amherstburg

METHODOLOGY

Canada Mortgage and Housing Corporation conducts the Rental Market Survey every year during the first two weeks of October. The purpose of the survey is to objectively measure the number of vacancies and the rents charged in rental buildings. The survey is conducted by telephone or site visit with information on rents obtained from the owner, property manager or building superintendent. All markets in Canada with populations over 10,000 are surveyed. Buildings which have been recently completed must be on the market for at least three months before they are included in the survey universe. While this report focuses on privately-initiated apartment buildings which have three or more units available for rent, the CMHC survey also covers private row housing developments and all publicly-assisted rental, non-profit and co-op housing projects.

DEFINITIONS

Vacancy: A unit is considered vacant if it is physically unoccupied and available for immediate rental at the time of the survey.

Rent: This is the actual amount a tenant pays per month for their unit. A rental incentive, for example, first month free is not pro-rated over the 12-month lease. Amenities and services such as heat, light, hot water, cable and laundry facilities may or may not be included in the monthly rents reported. The weighted average rent figures in this report represent the average of different units in the market area, some of which may have some or all of these services.

Rental apartment: Any building which is not ground-oriented and contains three or more units available for rent. Owner-occupied units(s) are not included in the rental building's unit count. For example, an owner-occupied tri-plex would be excluded from the survey (less than three units), while an owner-occupied four-plex would be counted as a three unit rental building.

Rental row house: Any building containing three or more ground-oriented rental units.

Condominiums: Registered condominium apartment and row developments are included in the rental universe if the units are tenant-occupied and vacancies are available for rent. Contact your local CMHC office for clarification on developments which are occupied by both homeowners and tenants.

Reliability: The comprehensive coverage of CMHC's rental survey ensures reliable results by bedroom type; structure size and height; age and for the five Census-based zones which make up the Windsor Census Metropolitan Area (CMA). In 2001, the private apartment vacancy rates were based on data gathered from 10,341 apartment units or 68 per cent of the private 3+ apartment universe of 15,256 units. The private row housing sample (including index-linked mortgage co-operatives) included 541 of the universe of 567 units. And 100 per cent of the 7,321 -unit publicly assisted universe of apartments and row units was surveyed.

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